



FOREIGN COMPARATIVE TESTING (FCT) PROGRAM

Comparative Testing Office (CTO)

Deputy Under Secretary of Defense

Advanced System & Concepts

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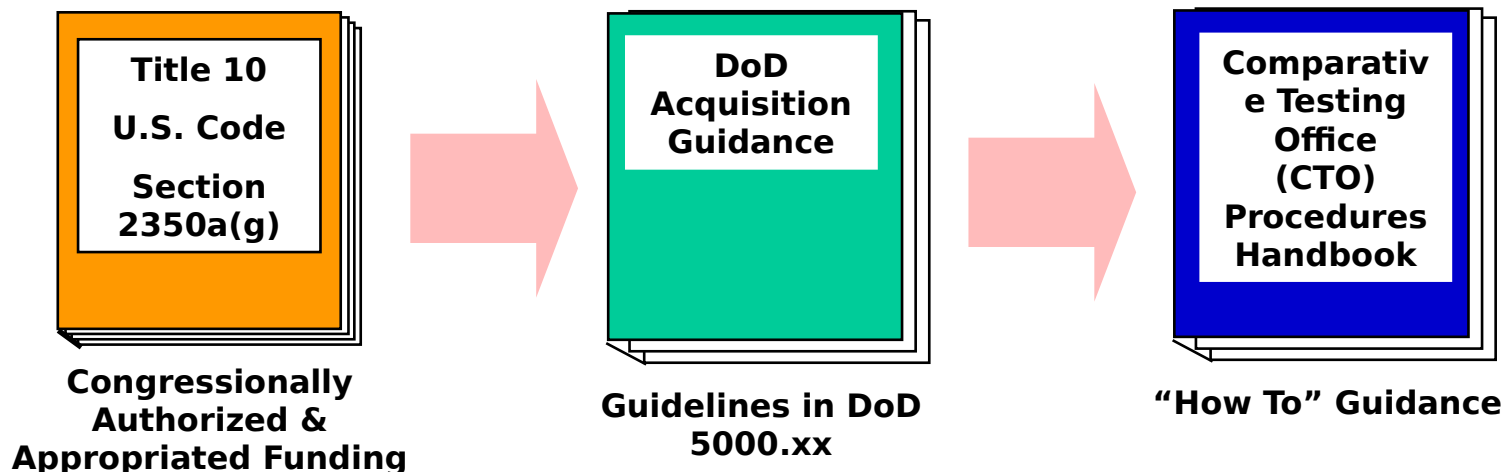
<http://www.acq.osd.mil/cto>

FCT Organization within the Office of the Secretary of



FCT Purpose

**Test and Evaluation of
Foreign Non-developmental, or
Commercial Off-the-Shelf Equipment
Demonstrates Potential to Satisfy
United States *Warfighter* and/or
Warfighter Support Requirements**



OSD Guidance

- ***Warfighter Issues***

- ***Improved Operations***

- ✓ Effectiveness (lethality, accuracy, endurance)
 - ✓ Survivability (protection, agility, stealth, medical)
 - ✓ Force Protection (defensive systems, detection, armoring, chemical - biological defense)
 - ✓ Sustainability (lighter / combined equipment, longer missions, better batteries)

- ***Direct Warfighter Support***

- ✓ Logistics (supply chain management in the field, equipment reliability)
 - ✓ Teaming (e.g., Network & Info Centric Operations at the tactical or operational level)
 - ✓ Surveillance, tagging and tracking (blue and hostile forces tracking, friendly identification)

- ***Warfighter Employment***

- ✓ Planning capabilities (large unit employment)
 - ✓ Coordinating capabilities (Network / Info Centric Operations at the strategic level)
 - ✓ Transport capabilities (getting to and from the fight)
 - ✓ Operational readiness (equipment availability, maintainability, training)

- ***Other National Priorities, as provided in Defense Planning Guidance (DPG)***

Why Foreign Cooperation?

✓ ***Political***

- Strengthen political fabric of alliance relationships
- Sustain ability & willingness to act in concert when threatened by hostile forces

✓ ***Operational***

- Coalition warfare requires interoperable systems, shared logistics & economies of scale

✓ ***Economical***

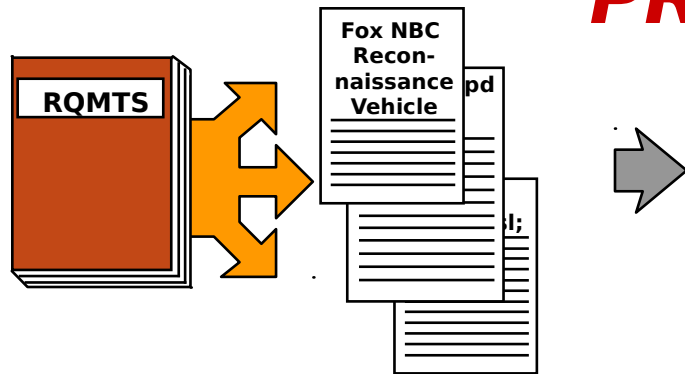
- Reduce R&D, production & support costs through shared resources and economies of scale

✓ ***Technological***

- Gain & maintain access to the best global technologies
- Maintain technology superiority
- Prevent technological surprise on the battlefield

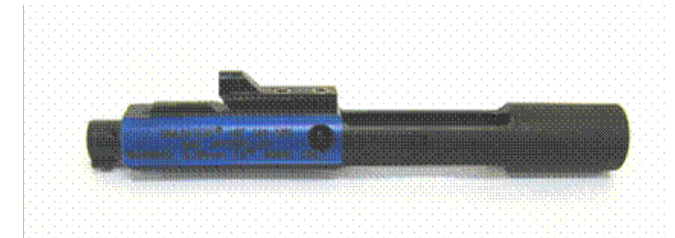
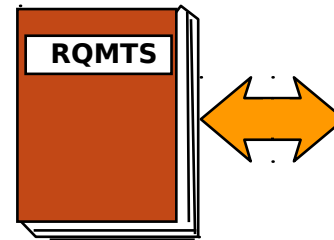
CATEGORIES OF FCT PROJECTS

FCT OBJECTIVE: TEST TO PROCURE



**Multi-Spectral Camouflage Netting
Canada, Israel, Sweden**

COMPARATIVE TEST



M16A2/M4 Training Bolt - Canada

QUALIFICATION TEST

TEST CONDUCT



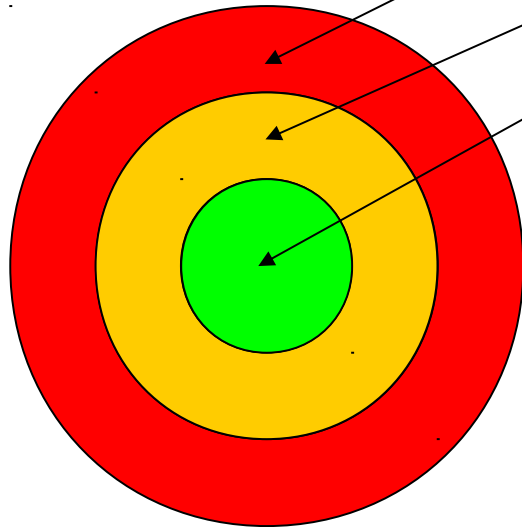
U.S. AIR FORCE



**SPONSORS (ARMY, NAVY, MARINES,
AIR FORCE, USSOCOM)
PLAN AND CONDUCT THE TESTING**

FCT Performance Metrics

Over the Last
28 Years:



567 Projects Started, 497 Completed

266 Projects Met Service Requirements

189 Projects - Procurements Worth over \$

- Participation of 27 U.S. Allied & Friendly Countries
- OSD Investment: \$1.1B (Constant FY07 \$\$)
- Estimated RDT&E Cost Avoidance: \$7 Billion
- Accelerated Fielding Averaging 5-7 years
- Procurement Rate over 80% in the Past 6 Years

Bilateral Benefits: Vendor Teaming with U.S. Industry in 33 States

FCT Proposal Evaluation



Valid Requirement / Capability

- **Warfighter / User Endorsement**
- **Procurement Potential**
- **Production Validation**



Program Management & Execution

- **Market Investigation (FEDBIZOPPS)**
- **Cost & Schedule Realism**
- **Benefits Assessment**
- **Logistics & Support Considerations**

Basic Acquisition Principles

Milestones



FedBizOpps

FedBizOpps Designated as Government wide Point of Entry for Procurement Opportunities

FedBizOpps (www.fedbizopps.gov) has been designated as the single source for federal government procurement opportunities that exceed \$25,000.

All agencies must use FedBizOpps to provide the public to access to notice of procurement actions over \$25,000.

FCT Points of Contact

OSD

Tel: 703-602-3740

U.S. Army

Tel: 703-806-0999

U.S. Navy/Marine Corps

Tel: 813-826-1035

U.S. Air Force

Tel: 703-588-8945

U.S. Special Operations Command

Tel: 813-826-1035

EXAMPLES OF RECENT FCT PROCUREMENTS

**SPECIAL OPERATING FORCES COMBAT ASSAULT RIFLE-
BELGUIM-USSOCOM-2007** →



**AIRBORNE VIDEO RECORDER/REPLAY SYSTEM-FRANCE-
AIR FORCE-2007**



**HIGH RATE-OF-FIRE .50 CAL MACHINE GUN (M3M)-BELGIUM
MARINE CORPS-2007** →

**SPECIAL EFFECTS SMALL ARMS MARKING SYSTEM-CANADA
MARINE CORPS-2007**

**MINE-PROTECTED CLEARANCE VEHICLE-SOUTH AFRICA-
ARMY-2007** →



**DIGITAL FLIGHT CONTROL SYSTEM FOR EA-6B PROWLER-U.S.
NAVY/MARINE CORPS-2007**

**LASER MARKSMANSHIP TRAINING SYSTEM 'HUMMERBOOK'-U.S.
KOREA-MARINE CORPS**

**BIOCULAR IMAGE CONTROL UNIT & EYE SAFE LASER
RANGE FINDER FOR M1A1 TANK-UK-MARINE CORPS-2007**



FCT Supports the Warfighter



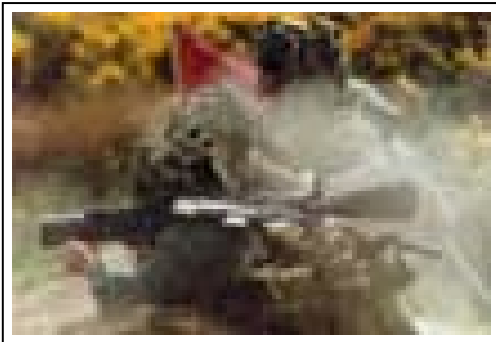
**Combat Support Boats -
Sava River, Bosnia**

**Man-Portable SATCOM System -
Sweden - Operation Iraqi
Freedom**



**Automatic Chemical Agent
Detector Alarm - UK - Operations
Enduring Freedom and Iraqi Freedom**

**Electronic Warfare Management
System - Denmark - Iraqi Freedom**



**AT- 4 CS - Sweden - Operations
Enduring Freedom and Iraqi Freedom**

**Eagle Vision Ground Station -
France, Canada - Operations
Enduring Freedom and Iraqi
Freedom**



When a vendor walks through my door...

... I don't want to hear what they are selling

... I want to hear what problem they are solving for the warfighter

... Some indication that they have done their homework and understand the problem

... And only then how they propose to solve it.

Bottom Line

***Rapidly
transition new
or enhanced
capabilities to
our warfighters.***



Questions?